1998 BENSON & HEDGES PROGRAM

REVISED BUDGET ESTIMATE

Vehicle Rental/Expenses:		**$ 22,900**
15 ft. Ryder Trucks-Lease ($200/week x 18 weeks x3)	$ 10,800	
($200/week x 8 weeks)	$ 1,600	
Mileage 25,000 miles x .12 per mile	$ 3,000	
Fuel 25,000 miles / 10m.p.g x $1.50 per gallon	$ 3,750	
Maintenance/Washes	$ 3,750	
Warehouse Expenses:		**$ 22,000**
Storage 2,000 sq. feet/month x $1 per sq. foot x 9 months	$ 18,000	
Handling $25/pallet handling fee x 2 handling fees/per pallet (in/out) x 80 pallets	$ 4,000	
Shipping Expenses		
Contingency Shipping $500 per market x 10 markets		**$ 5,000**
Manager Travel:		**$ 140,600**
Airfares 24 flights x $500 per flight	$ 12,000	
Per Diem (Includes Hotel & meals) $140 per day x 840 travel days	$ 117,600	
Taxi/Car Rental=$200 per week x 5 weeks x 10 markets	$ 10,000	
Gas=$20 per week x 5 weeks x 10 markets	$ 1,000	

basis? 12 wks/mkt

? ind. trng?

promo wks: 4 wks
ind. moving inventory

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Gary M. Reynolds and Assoc., Inc.
Revised 1/12/98

Source: https://www.industrydocuments.ucsf.edu/docs/zfxn0004

1998 BENSON & HEDGES PROGRAM

REVISED BUDGET ESTIMATE

Manager's Admin:			$ 8,200
Phone, fax, copies, cellular phone & pager	$	4,500	
Shipping/Postage 2 FedEx/week x 40 weeks x $15/FedEx + $500 misc. postage	$	1,700	
Supplies $200 per market x 10 markets	$	2,000	
Agency Travel 25 trips x $2000 per trip			$ 50,000
Corporate Administration: Phone, pager, cellular, fax copies, shipping, postage, misc. supplies, etc.			$ 16,500
Insurance:			$ 1,208
On-Site Cigarette Sales			$ 21,600
Cigarettes $2.00 x 100 per night x 80 nights	$	16,000	
Licensing fees & Renewals	$	3,200	
Accounting	$	2,400	

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1998 BENSON & HEDGES PROGRAM

REVISED BUDGET ESTIMATE

SUMMARY:		
LABOR & STAFFING		**$ 159,886**
OPERATING EXPENSES	480,744	**$ 320,858**
MANAGEMENT FEE	= 16.74%	**$ 80,500**
TOTAL ESTIMATED PROGRAM BUDGET:		**$ 561,244**

15% = 72,112

**** This estimate is based on GMR's knowledge of the schedule as of 1/12/98 and is pending final schedule.***

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